

Mahindra Satyam Fact Sheet - Q3 FY13

Statement of Consolidated Income for the Quarter

Rs crore

Consolidated P&L Summary	Quarter Ended		Growth YoY	Qtr Ended	Growth QoQ
	31-Dec-12	31-Dec-11		30-Sep-12	
Revenues	1,940	1,718	12.9%	1,938	0.1%
C&B cost - Personnel and Sub Con	1,213	1,145		1,231	
Operating Expenses	308	295		290	
EBITDA	418	278	50.5%	417	0.3%
EBITDA Margins	21.6%	16.2%		21.5%	
Other Income	111	151		0	
Depreciation / Amortisation	36	39		43	
Interest and Financing Charges	3	3		3	
Exceptional Items	294	-		-	
Profit Before Tax	196	388	-49.5%	372	-47.3%
Provision for Tax	112	79		93	
Profit After Tax (after Minority Interest)	80	308	-74.1%	278	-71.2%
EPS - Rs/Share for the Quarter	0.68	2.62		2.36	

Revenue by Geographical Segment

Particulars	Quarter ended					LTM	
	Consol		Standalone				
	31-Dec-12	30-Sep-12	31-Dec-12	30-Sep-12	31-Dec-11	31-Dec-12	31-Dec-11
Americas	52%	55%	51%	53%	50%	52%	51%
Europe	24%	22%	24%	22%	25%	23%	25%
Rest of the World	24%	23%	25%	25%	25%	25%	24%
Total	100%	100%	100%	100%	100%	100%	100%

Revenue by Project Type

Particulars	Quarter ended					LTM	
	Consol		Standalone				
	31-Dec-12	30-Sep-12	31-Dec-12	30-Sep-12	31-Dec-11	31-Dec-12	31-Dec-11
Fixed Price	47%	49%	49%	51%	51%	50%	48%
Time & Materials	53%	51%	51%	49%	49%	50%	52%
Total	100%	100%	100%	100%	100%	100%	100%

Revenue by Location

Particulars	Quarter ended					LTM	
	Consol		Standalone				
	31-Dec-12	30-Sep-12	31-Dec-12	30-Sep-12	31-Dec-11	31-Dec-12	31-Dec-11
Offshore	49%	48%	49%	48%	49%	48%	46%
Onsite	51%	52%	51%	52%	51%	52%	54%
Total	100%	100%	100%	100%	100%	100%	100%

Revenue by Industry

Particulars	Quarter ended					LTM	
	Consol		Standalone				
	31-Dec-12	30-Sep-12	31-Dec-12	30-Sep-12	31-Dec-11	31-Dec-12	31-Dec-11
Manufacturing	34%	35%	34%	34%	32%	33%	32%
TME*	19%	20%	19%	20%	19%	20%	20%
BFSI	20%	20%	21%	20%	21%	20%	19%
Retail, T&L#	12%	12%	11%	12%	11%	11%	11%
HLS^	6%	6%	5%	6%	6%	6%	7%
Emerging Verticals	9%	7%	10%	8%	11%	10%	11%
Total	100%	100%	100%	100%	100%	100%	100%

*TME - Technology, Media & Entertainment

T&L - Transport & Logistics

^HLS - Healthcare & Lifesciences

Client Data

Particulars	Quarter ended				
	Consol		Standalone*		
	31-Dec-12	30-Sep-12	31-Dec-12	30-Sep-12	31-Dec-11
Active Clients	368	363	327	323	318
New Clients (gross)	33	38	24	30	35
Repeat business	96.6%	95.6%	97.2%	96.4%	93.2%
Number of million dollar clients^					
1 Million dollar +	154	154	135	128	126
5 Million dollar +	56	53	49	48	47
10 Million dollar +	33	30	31	30	33
20 Million dollar +	16	15	15	15	15
50 Million dollar +	5	5	4	3	3
Client contribution to revenue					
Top client	10%	11%	11%	12%	11%
Top 5 clients	26%	28%	28%	30%	27%
Top 10 clients	39%	41%	42%	44%	41%

* Customers clocking a minimum revenue on US\$ 100,000 on a Trailing Twelve Months basis

^ SA on TTM basis

Employee Metrics

Particulars	Quarter ended			Year Ended	
	31-Dec-12	30-Sep-12	31-Dec-11	31-Mar-12	31-Mar-11
Technical					
Billable	26,204	26,543	24,127	24,959	21,904
Trainees	1,854	1,573	1,322	1,514	1,020
Sales & Support*	2,907	2,830	2,712	2,659	2,433
Total Standalone	30,965	30,946	28,161	29,132	25,357
Subsidiaries					
Satyam BPO	3,133	3,219	2,847	2,925	2,724
Others	2,858	2,622	1,272	1,296	1,185
Tot. Consolidated	36,956	36,787	32,280	33,353	29,266
Attrition %	13.1%	13.1%	16.3%	15.5%	23.6%
IT Utilization % incl. trainees	72.00	72.30			
IT Utilization % excl. trainees	77.10	76.50			

*Technical Support Head count have been included in Sales & Support Headcount

Proportion of revenues from major global currencies:

Particulars	Quarter ended					Year Ended	
	Consol		Standalone			31-Mar-12	31-Mar-11
	31-Dec-12	30-Sep-12	31-Dec-12	30-Sep-12	31-Dec-11		
USD	57%	59%	55%	57%	56%	56%	61%
AUD	9%	9%	10%	10%	11%	11%	8%
EUR	8%	8%	8%	8%	9%	9%	10%
GBP	7%	6%	7%	6%	7%	7%	7%
Others	19%	18%	19%	19%	18%	17%	14%

Rupee Dollar Rate

Particulars	Quarter ended			Year Ended	
	31-Dec-12	30-Sep-12	31-Dec-11	31-Mar-12	31-Mar-11
Period closing rate	54.76	52.86	53.20	51.22	44.71
Period Avg. rate	54.54	54.68	52.94	48.79	45.60

Currency Rates for the Quarter (in USD)

Particulars	Period Average	
	31-Dec-12	30-Sep-12
USD	1.00	1.00
AUD	1.04	1.04
EUR	1.30	1.26
GBP	1.61	1.59

Constant Currency Reporting

Particulars	Consol	
	31-Dec-12	30-Sep-12
Reported Revenue		
Revenue (\$m)	356	354
Seq. growth %	0.1%	3.5%
Constant Currency Revenue		
Revenue (\$m)	354	353
Seq. growth %	0.0%	3.2%

Consolidated Hedge Book

US\$ Million, except strike rate

Particulars	Quarter ended		
	31-Dec-12	30-Sep-12	31-Dec-11
Hedge Book	256	204	218
US\$ Strike Rate (INR)	56.7	55.3	50.1

Consolidated Receivables Data

in days

Particulars	Quarter ended		
	31-Dec-12	30-Sep-12	31-Dec-11
DSO	72	73	74
DSO (including Unbilled)	93	92	98

Consolidated Cash & Cash Equivalents

Rs crore

Particulars	Consol	
	31-Dec-12	30-Sep-12
Fixed Deposits	2,523	2,460
Liquid Mutual Funds	80	104
Fixed Maturity	-	-
Operational Cash	707	499
Total	3,311	3,062

Consolidated Capital Expenditure

Rs crore

Particulars	Consol	
	31-Dec-12	30-Sep-12
Capital Expenditure	14	32
Seats Added	-	896